DSCC Small Business Program Overview and Sourcing Initiatives

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DLA's Business

DSCC

PRODUCTS:

- ✓ Consumable Spare Parts
- ✓ Fuel
- ✓ Energy
- ✓ Food
- ✓ Medical
- ✓ Apparel
- ✓ Construction

SERVICES:

- ✓ Acquisition
- ✓ E-Business
- ✓ Log Info & Document Automation
- ✓ Warehousing & Distribution
- ✓ Reutilization & Disposal

- 83% of All Military Needs Met by DLA
- 100% of Military Needs for Energy, Food, Medical & Apparel Met by DLA

- Fixed Bases
- Industrial Activities
- Allies
- Other Federal Agencies
  - FAA
  - NASA
  - Coast Guard
  - TSA

DLA SUPPLY CENTERS DSCC

DSCC DEFENSE SUPPLY CENTER COLUMBUS
3990 EAST BROAD STREET
COLUMBUS, OH 43213-1152
TEL: (614) 692-3541 or 1-800-262-3272
Web Site: www.dscc.dla.mil

DSCR DEFENSE SUPPLY CENTER RICHMOND
8000 JEFFERSON DAVIS HWY
RICHMOND, VA 23297-5124
TEL: (804) 279-3287 or 1-800-227-3603
Web Site: www.dscr.dla.mil

DSCP DEFENSE SUPPLY CENTER PHILADELPHIA

700 ROBBINS AVENUE
PHILADELPHIA, PA 19111-5092
TEL: (215) 737-2321 or 1-800-831-1110
Web Site: www.dscp.dla.mil

Defense Supply Center Columbus

DSCC

- Nearly $3 billion in annual sales
- One of the largest suppliers of weapons system
  spare parts in the world
- 24,000 Military and Civilian Customers
- Nearly 7,000 Contractors
- Approximately 2,400 Employees
- 4.9M Orders Annually (37%)*
- More than 1.6 million different items

Business Counseling Center DSCC

- Equipped with six complete workstations for vendor use as well as conference areas to network with DSCC associates
- Small Business Counselors and Specialists are on hand to answer questions, or conduct one-on-one instructional sessions
- BCC handles all vendor inquiries regarding doing business with DSCC, and manages the DIBBS hotline.
- Small Business employees participate in outreach efforts to help achieve socio-economic goals, and operate TKO Seminars

DSCC - DU Organization

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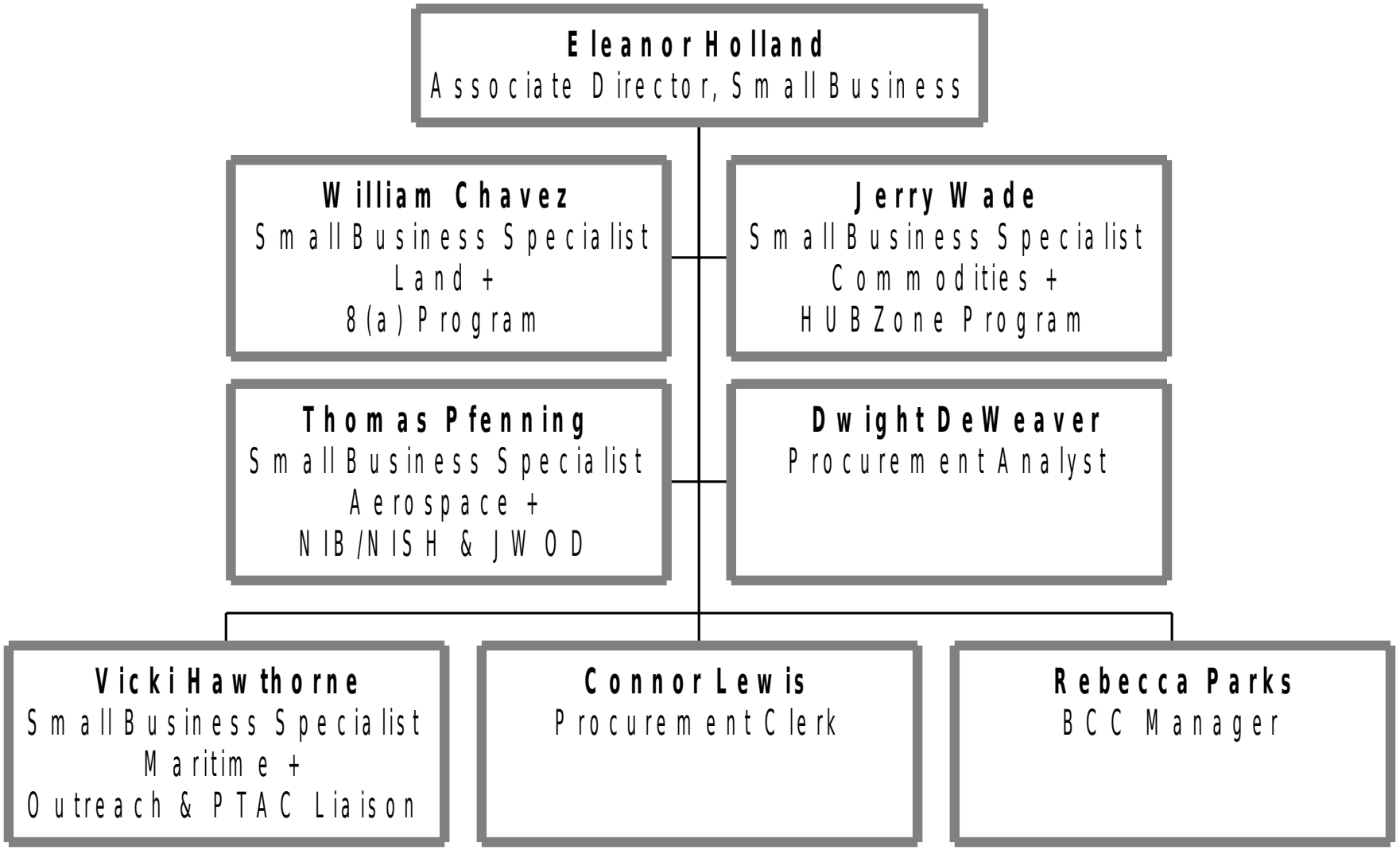

Purpose and Policy for Small Business Set-Asides

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FAR 19.201(a) and 19.501(a)

To award certain acquisitions exclusively to small business concerns to meet the goal and policy of Government “to provide maximum practicable opportunities in federal acquisitions to small business.”

Small Disadvantaged Businesses (SDBs)

DSCC

Small Disadvantaged Business Certification Program

- Strictly pertains to benefits in federal procur
- Make the SDBs eligible for special bidding be

8(a) Business Development Program

- Offers a broad scope of assistance to socially and economically disadvantaged firms
- 8(a) firms automatically SDB certified

Benefits of SDB Certification:

- SDBs are eligible for price evaluation adjustments of up to 10%
- Provides evaluation credits for prime contractors who achieve SDB subcontracting targets

Eligibility Requirements:

- At least 51% owned and controlled by a socially and economically disadvantaged individual(s)
- Net worth < $750,000, excluding equity of the business and

8(a) Small Businesses

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What are the basic requirements an 8(a) applicant firm must meet?

- Must be a small business
- Must be unconditionally owned and controlled by one or more socially and economically disadvantaged individuals who are of good character and citizens of the United States

Who are Socially Disadvantaged Individuals?

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- Black Americans
- Hispanic Americans
- Asian Pacific Americans
- Native Americans (American Indians, Eskimos, Aleuts, and Native Hawaiians)
- Members of other groups designated by SBA

Women Owned Businesses

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Contract Assistance for Women Business Owners (CAWBO)

.sba.gov/GC/indexprograms-cawbo.html

Marketing - http://www.womenbiz.gov - Provides 100+ links to federal procurement info/opportunities

Best Practices - Mentor Protégé Programs, On-line Training' Procurement Counseling

Teaming - Facilitate Teaming Arrangements

Financing - SBA guaranteed loan programs

Are You Qualified as a HUBZone Small Business?

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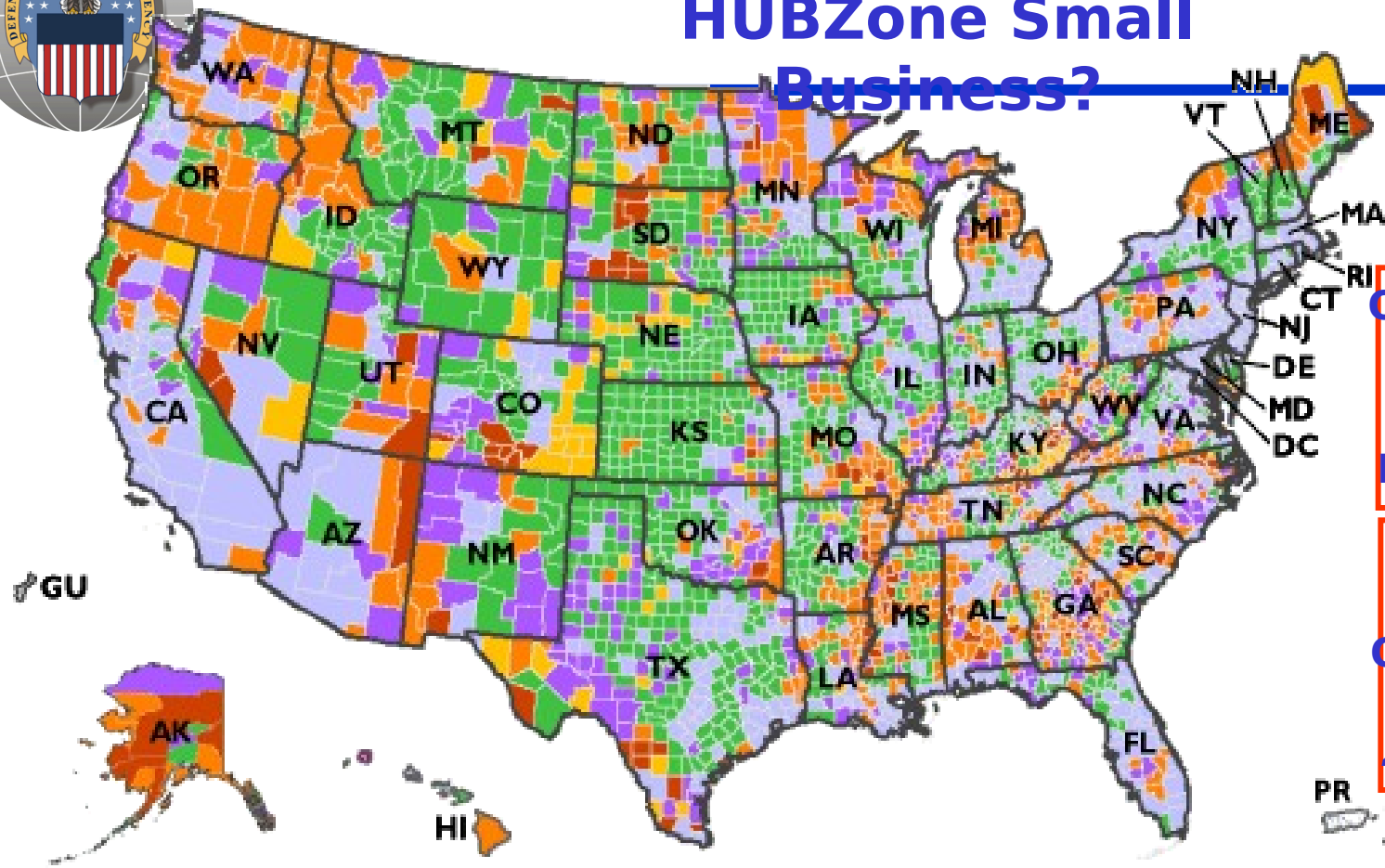

Oct 02 – Mar 03:
DSCC Awarded *$21.8M* to HUBZone Firms

HUBZone Deliveries Oct 02 – Mar 03: Averaged *22 Days Early*

- Not Qualified
- Qualified by Income & Unemployment Rate
- Qualified by Income
- Redesignated
- Indian Reservation
- Qualified by Unemployment Ra
- Metropolitan Area

For Complete HUBZone Information, Log-on to
https://eweb1.sba.gov/hubzone/internet/

Service Disabled Veteran Owned (SDVO) Small Businesses

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Veterans Entrepreneurship and Small Business Development Act of 1999 (Public Law 106-50)

- Provides technical, financial, and procurement assistance to veteran owned small businesses

- SDVO Goals In Federal Procurement :
  - "The Government-wide goal for participation by small business concerns owned and controlled by service-disabled veterans shall be established at not less than 3 percent of the total value of all prime contract and subcontract awards for each fiscal year"
- Issues:
  - No set-aside for SDVOs – just a goal!

FY03 SMALL BUSINESS GOALS AND STATUS

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	GOAL	THRU JUNE 03
Small Business	55.4%	56.1%
Small Disadvantaged Business	4.6%	3.2%
Women Owned Small Business	4.9%	5.2%
HUBZone Small Business	3.0%	1.4%
Service Disabled Veteran Owned Small Business	3.0%	.10%

BEFORE YOU CAN SELL TO DSCC

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1. Get a **D-U-N-S number** from Dun and Bradstreet. (1-800-333-0505)
   - Takes about 10 minutes and is free of charge
   - Or register for your DUNS number at: https://www.dnb.com/product/eupdate/requestOptions.htm
2. Register in the **Central Contractor Registration** (CCR) system at:

   http://www.ccr.gov (Completely fill out socio-economic information)
3. If you are a Small Business – Register on **SBA's PRO-*Net*** site
   - PRO-*Net* is a search engine for contracting officers, a marketing tool for small firms and a "link" to procurement opportunities

   http://www.pro-net.sba.gov/

Business Counseling Center & Office of Small & Disadvantaged Business Utilization

DSCC

Training

Knowledge

Opportunities

Free Seminars

Dates

Sept 16-17

Oct 21-22

Nov 18-19

Doing Business With DSCC:

- Getting Started
- Procurement Technical Assistance C
- Small Business Programs
- Alternate Offers – how to get approve
- Packaging – what the government wa
- Drawings/ and Bid-sets
- DoD EMall – Be on-line for our Custom
- DSCC Internet Bid Board System (D
- Payment Processing
- Freedom of Information (FOIA) – your
- Meet Buyers and Technicians one-on-

Make your Reservation on-line at: http://www.dscc.dla.mil/News/events/tko/

Contracting 101

DSCC

- **Federal Business Opportunities** (FedBizOpps) **(Formerly Commerce Business Daily)**
  - Web site to find all Federal procurements > $25,000
  - www.FedBizOpps.gov
- **Acquisition Regulations**
  - Federal Acquisition Regulation (FAR)
    - Provides procedures for all Federal procurements
    - www.arnet.gov/far/
  - Defense Federal Acquisition Regulation Supplement (DFARS)
    - Supplements FAR and applies to DoD procurements
    - www.acq.osd.mil/dp/dars/dfars.html
  - DLA Directive (DLAD 4105.1)
    - Supplements FAR and DFARS and applies to DLA procurements
    - http://131.70.202.105/dlad/d4105.1.htm

Contracting 101 (cont'd)
Solicitation Types

- **Requests for Quotations (RFQ)**
  - Generally under $100,000
  - Contractor's quote cannot be accepted to form a binding contract
  - The government's order *is* an offer to the supplier to buy
  - Contract established when supplier accepts the offer, generally
    by performance
- **Requests for Proposals (RFP)**
  - Generally over $100,000
  - Proposals may be subject to negotiations
- **Invitations for Bid (IFB)**
  - IFBs - sealed bid process - Generally over $100,000 – rarely used

Contracting 101 (cont'd)

DSCC

Dollar Thresholds

- Micro Purchases: under $2,500
- Simplified Acquisition: $2,500 - $100,000
- "Large Purchases": above $100,000

Types of Contracts

- Fixed Price Contracts
- Indefinite Delivery Contracts
- Incentive Contracts
- Time and Material Contracts
- Cost Reimbursement Contracts
- Labor Hour Contracts
- Letter Contracts

Methods of Awarding

- Contracts
- Purchase Orders (POs)
- Delivery Orders (DOs)

DSCC InterNet Bid Board System

What is DIBBS?

DIBBS is a web-based application to:

- View and submit secure quotes on RFQs
- View Request For Proposals (RFPs) & Invitations For Bid (IFBs)
- View other DSCC Business Opportunities:
  1. Long Term Corporate and Tailored Support Contracts
  2. DSCC EMall Opportunities
  3. BSM Release One Solicitation and Response
- Access award information
- View provisions, clauses and packaging specs
- View price history
- View Technical Data
- Search for Buyers
- Access the Automated Best Value System (ABVS) (your Performance Score used by buyers in award

Small Business and Strategic Material Sourcing (SMS)

DSCC

	Obligations for SB SMS NSNs Awarded to Small Businesses				Potential Small Business SMS Awards	
	SMS NSNs on LTC Awarded to SBs FY03	FY02	FY03	Demand Value for SMS NSNs Awarded to SBs FY03	# SB SMS Items	Annual Demand Value for Potential SB SMS Items
HUBZone	188	$ 5.1M	$ 15.6M	$ 19.4M	458	$8.3M
SDB	116	$ 3.2M	$ 5.5M	$ 6.5M	373	$ 9.7M
Woman Owned	504	$ 9.5M	$ 19.9M	$ 27.2M	3,751	$ 48.3M
Service Disabled Veteran Owned	704	$ 11.5M	$ 31.2M	$ 43.1M	3,961	$ 73.6M
8(a)	61	$ 2.1M	$ 2M	$ 3.2M	70	$ 3.4M
Other	233	$ 5.4M	$ 12.3M	$ 14.9M	1,724	$ 32.9M
			$	$		

All data as of end of Q3 FY03

Automated Best Value System

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What is ABVS?

- A computerized system
- Collects vendors' existing past performance data (delivery and quality)
- Translates it into a numeric score
- Display scores in DLA Pre-Award Contracting System (DPACS) for the buyers

How does my ABVS score affect me?

- Contracting officer uses the score as an additional evaluation factor when making best value award decisions

IN OTHER WORDS – Poor Performance Today can cost you awards in the future!

ABVS SCORE BREAKDOWN

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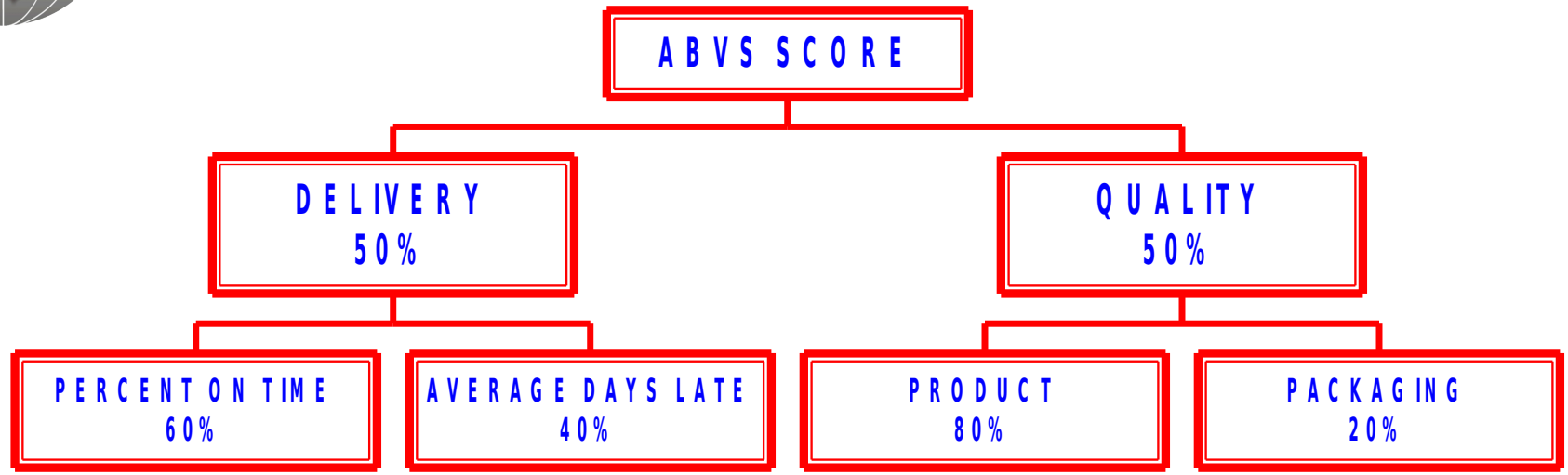

- Scores range from 0-100
- 999.9 indicates offeror has no performance history
- FSC (Federal Supply Class) Score
- DLA Score (history on all FSCs with DLA)
- Data covers 24 months, excludes most recent 60 days
- Delinquent
  - 1 Day after CDD
  - If Undelivered or partially delivered
  - Includes contractor caused cancellations & T for Ds

Quality

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Quality Ratings Scores

- Validated contractor-caused noncompliance
- Closed complaints
- Product nonconformance (includes Test Lab Failures)
- Packaging nonconformance
- 24 month timeframe, excludes most recent 30 days

Quality Discrepancy Codes

- A1-A5 Stored Material Deficiencies
- C1-C6 Supplies Damaged or with Expired Shelf-Life
- L1-L8 Wood Product Deficiencies
- P0-P8 Packaging Deficiencies
- Q1-Q7 Product Quality Deficiencies
- T1-T6 Technical Data Deficiencies
- W0-W9 Wrong Item/ Incomplete Item Shipped
- X1-XL Damaged Material

Packing

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Packing Discrepancy Codes

- P0 Improper packaging
- P1 Improper preservation
- P2 Improper packing
- P3 Improper marking
- P4 Improper unitization
- P5 Improper logmars
- P6 Improper shelf-life marking
- P7 Missing part number of container

General ABVS Info

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- Updates occur around the 5th of the month
- Vendor views his own negative data & ratings on web site
- Vendors may verify the past performance data used in computing the rating/score
- Vendors may challenge invalid data
- Vendors must provide documentation to support challenge
- Vendor challenge data through the ABVS office only

ABVS Points of Contact

DSCC

DSCC

Pat McCreay phone (614) 692-3383
fax (614) 692-4170
patricia.mccreay@dla.mil

DSCR

Brenda Allen phone (804) 279-5377
fax (804) 279-5042
brenda.allen@dla.mil

DSCP

Tim Atwell phone (215)737-7844
fax (215)737-2151
timothy.atwell@dla.mil

Accessing ABVS from DSCC Homepage

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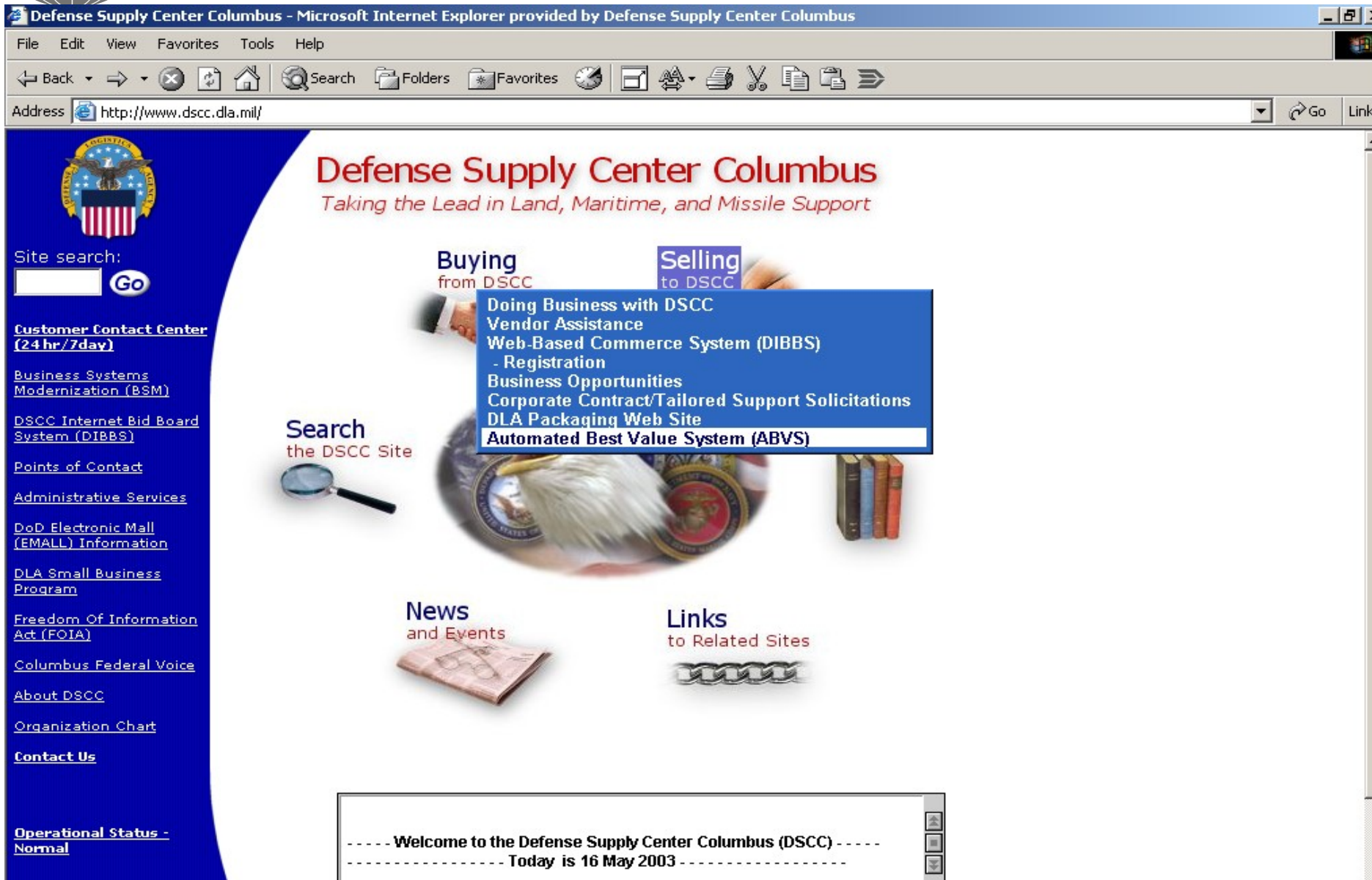

Accessing Your ABVS Score

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DSCC Automated Best Value System Program (ABVS) - Microsoft Internet Explorer provided by Defense Supply Center Columbus

File Edit View Favorites Tools Help

Back Search Folders Favorites

Address http://www.dscc.dla.mil/programs/abvm/index.html Go Links

Defense Supply Center Columbus

Taking the Lead in Land, Maritime, and Missile Support

DSCC Automated Best Value System Program (ABVS)

Vendor Programs

Site search: Go

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Selling to DSCC

Detailed Searches

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Attention Contractors:

ABVS data is now available via the Internet

ABVS new changes are provided here

GET YOUR SCORE

NOTE:

To obtain your ABVS scores, please enter the User ID and Password from your Procurement Gateway User Profile account. If you need to set up an User Profile account please go to http://progate.daps.dla.mil/home/profile/profile_setup.cfm and complete the registration form.

" An innovative measurement of past performance..."

About ABVS

The Automated Best Value System (ABVS), formerly called the Automated Best Value Model, is a computerized system that collects a vendor's existing past performance data and translates it into a numeric score. The contracting officer then uses the score as an additional evaluation factor when making best value award decisions.

DLA assigns an ABVS score to each vendor based on the vendor's past performance. Vendors receive scores for performance in each federal supply class (FSC scores). The FSC scores are based on DLA consolidated performance history. A vendor may have multiple FSC scores but will have only one DLA score, which is a compilation of the vendor's FSC scores for all business conducted with DLA.

Calculated monthly, ABVS scores are in effect for a month

The DLA system uses 24 months of past performance history as the standard rating period. Each monthly update includes

All DLA ABVS Data and Scores Accessed thru DSCR's Page

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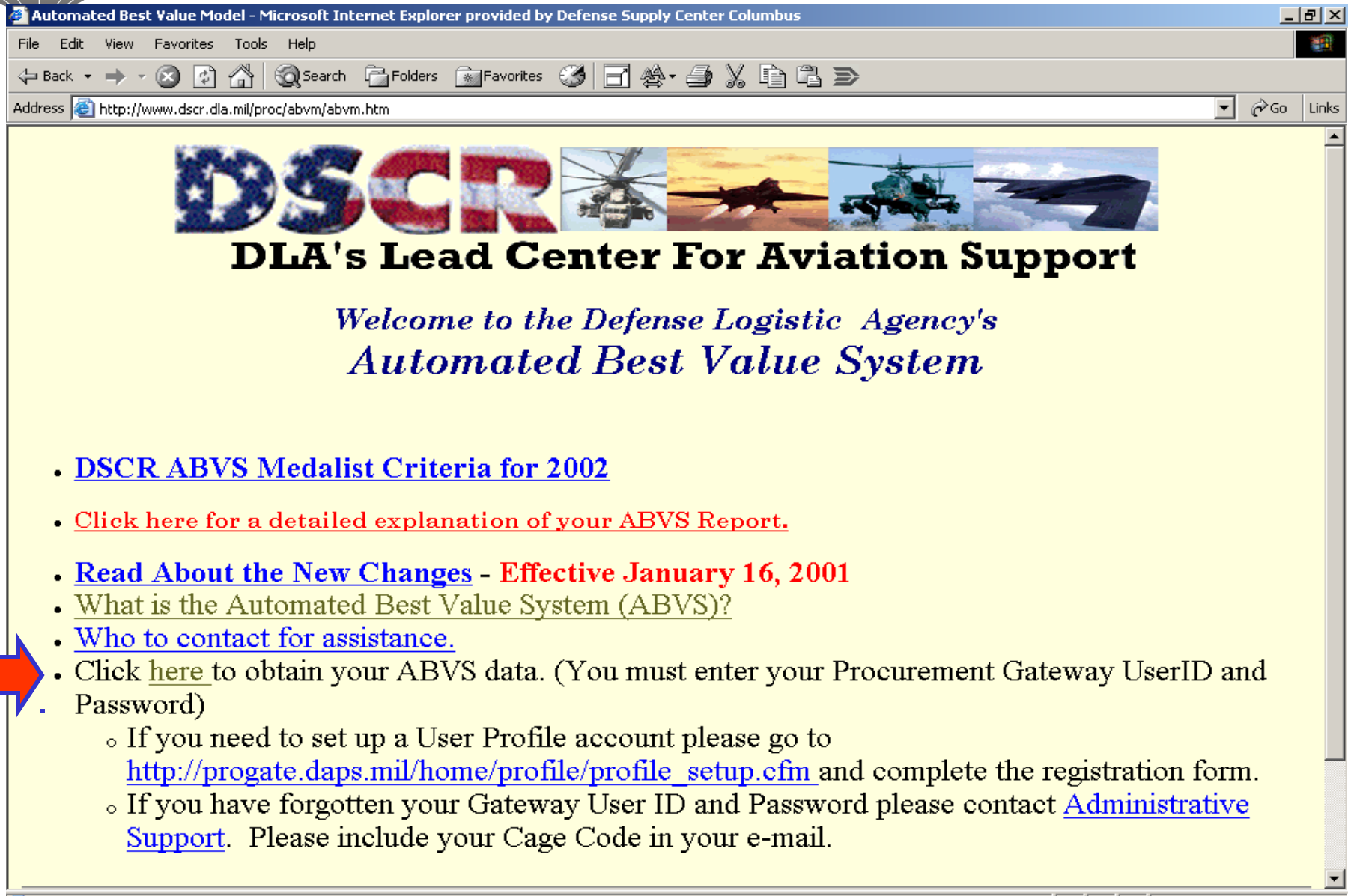
Automated Best Value Model - Microsoft Internet Explorer provided by Defense Supply Center Columbus
File Edit View Favorites Tools Help
Back Search Folders Favorites
Address http://www.dscr.dla.mil/proc/abvm/abvm.htm
Go Links
DSCR
DLA's Lead Center For Aviation Support
Welcome to the Defense Logistic Agency's
Automated Best Value System
DSCR ABVS Medalist Criteria for 2002
Click here for a detailed explanation of your ABVS Report.
Read About the New Changes - Effective January 16, 2001
What is the Automated Best Value System (ABVS)?
Who to contact for assistance.
Click here to obtain your ABVS data. (You must enter your Procurement Gateway UserID and Password)
If you need to set up a User Profile account please go to http://progate.daps.mil/home/profile/profile_setup.cfm and complete the registration form.
If you have forgotten your Gateway User ID and Password please contact Administrative Support. Please include your Cage Code in your e-mail.

Our Commitment

DSCC

Right Item

Right Time

Right Place

Right Price

To meet Warfighter needs…